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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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FEBRUARY 1989 SALES FOR COMMERCIAL HEAT TREATERS ABOVE FEBRUARY 1988 BY 2.2%

February 1989 billings totaled $47.7 million compared to the February 1988 figure of $46.7 million.

For the first two months of 1989 the Metal Treating Industry's sales amounted to $96.5 million, up 8.2% over the same period in 1988 when sales reached $89.1 million.

Six MTI districts outpaced their February 1988 sales total. Eight of the nine districts outdid the first two months of 1988.

A summary of percentage change by geographic regions follows:

	District	Feb 89 vs. Feb 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 6.3	- 1.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.8	10.3
3	South Central (W.PA-OH-IN-KY)	7.2	11.7
4	Michigan	3.3	11.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	13.0	17.8
6	North Central (IL-WI-MN-MO-IA)	1.2	6.3
7	Pacific Coast (CA-AZ-ORE-WASH)	0.8	4.7
8	Southwest (TX-OK-AR-CO-LA-UT)	- 3.1	5.9
9	Canada	- 2.7	7.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1989

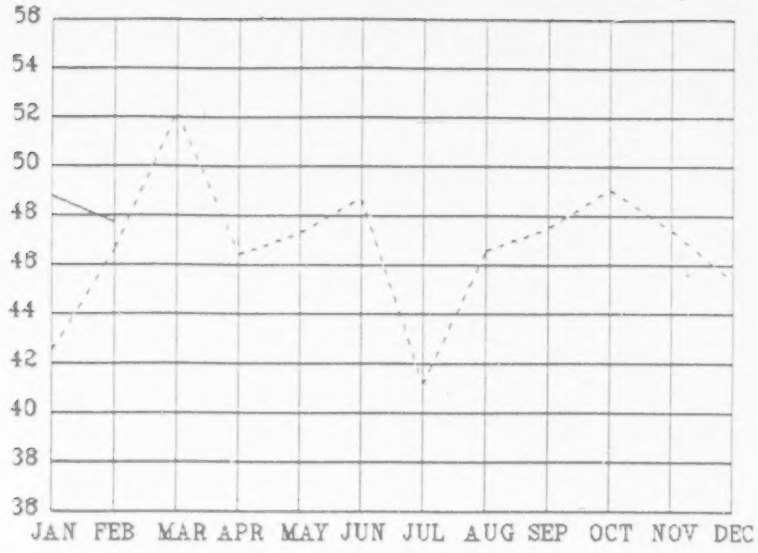
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	46669.2	47713.6	2.2	100.0	100.0
Dist. 1	16	3276.7	3069.8	- 6.3	7.0	6.4
Dist. 2	26	4512.4	4728.5	4.8	9.7	9.9
Dist. 3	39	7816.8	8378.6	7.2	16.7	17.6
Dist. 4	24	6200.1	6405.1	3.3	13.3	13.4
Dist. 5	17	2518.7	2847.4	13.0	5.4	6.0
Dist. 6	33	9003.5	9108.8	1.2	19.3	19.1
Dist. 7	26	5946.4	5991.1	0.8	12.7	12.6
Dist. 8	18	2811.6	2725.5	- 3.1	6.0	5.7
Dist. 9	15	4583.0	4458.9	- 2.7	9.8	9.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	89133.7	96479.3	8.2	100.0	100.0
Dist. 1	6343.9	6273.0	- 1.1	7.1	6.5
Dist. 2	8677.5	9571.3	10.3	9.7	9.9
Dist. 3	15001.8	16760.6	11.7	16.8	17.4
Dist. 4	12052.0	13376.9	11.0	13.5	13.9
Dist. 5	4777.6	5628.0	17.8	5.4	5.8
Dist. 6	16877.3	17946.8	6.3	18.9	18.6
Dist. 7	11485.3	12020.7	4.7	12.9	12.5
Dist. 8	5352.6	5667.0	5.9	6.0	5.9
Dist. 9	8565.8	9235.0	7.8	9.6	9.6

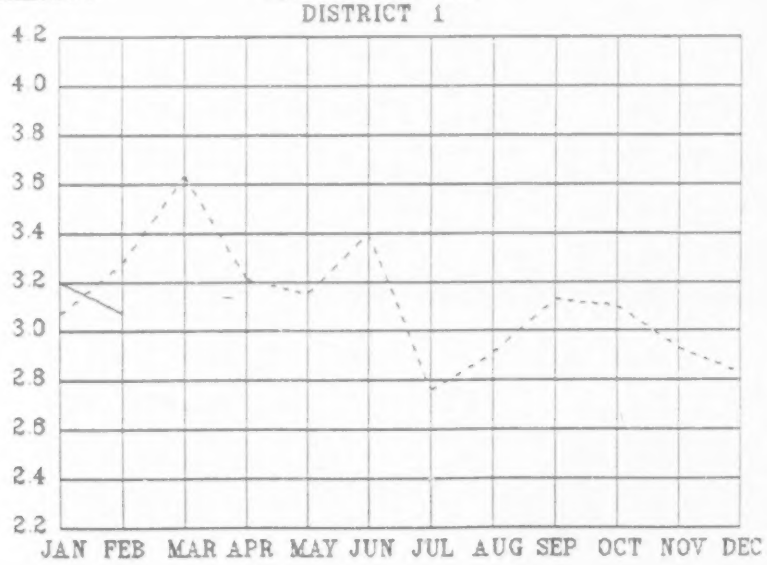
MILLIONS NATIONAL BILLINGS



1988 - - - -
1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.8	2.2										
% Change	Cumulative	14.8	8.2										

MILLIONS MASS.-R.I.-CONN. DISTRICT 1

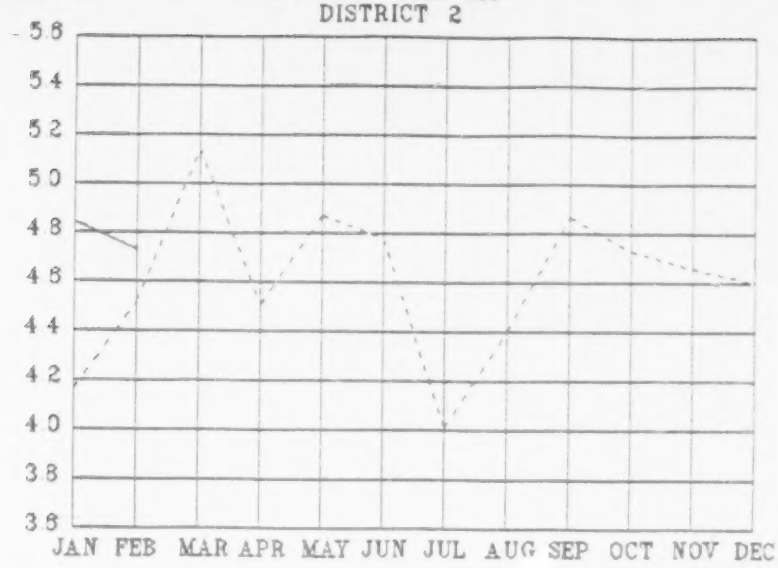


1988 - - - -
1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3										
% Change	Cumulative	4.4	-1.1										

MILLIONS

NY-NJ-EPA-MD
DISTRICT 2



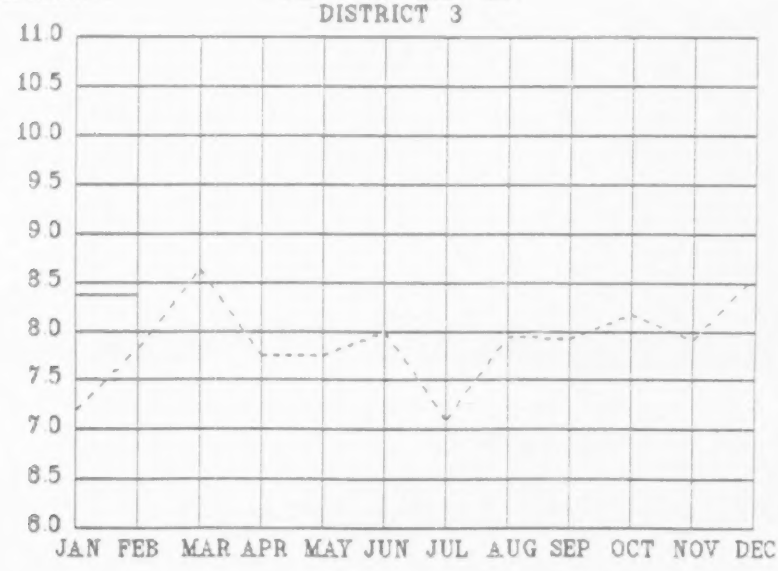
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8										
% Change	Cumulative	16.3	10.3										

MILLIONS

W PA-OHIO-IND-KY
DISTRICT 3



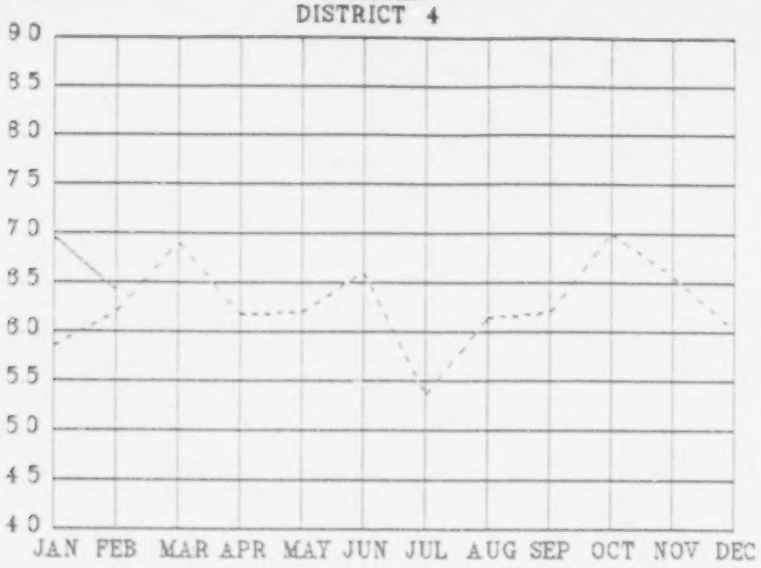
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.7	7.2										
% Change	Cumulative	16.7	11.7										

MILLIONS

MICHIGAN
DISTRICT 4



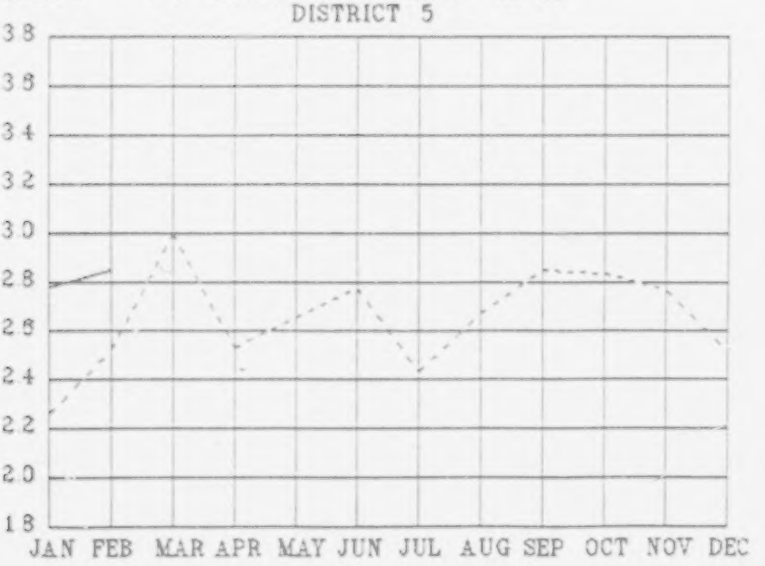
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3										
% Change	Cumulative	19.1	11.0										

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

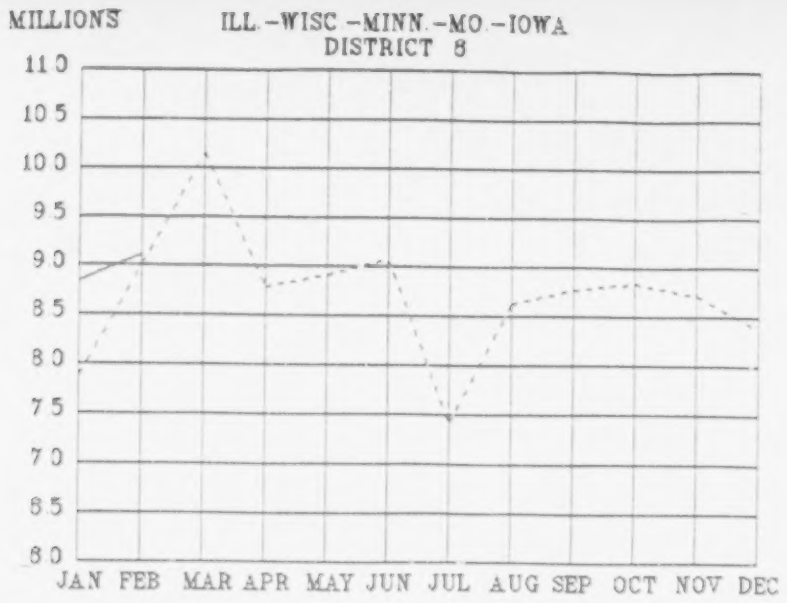
DISTRICT 5



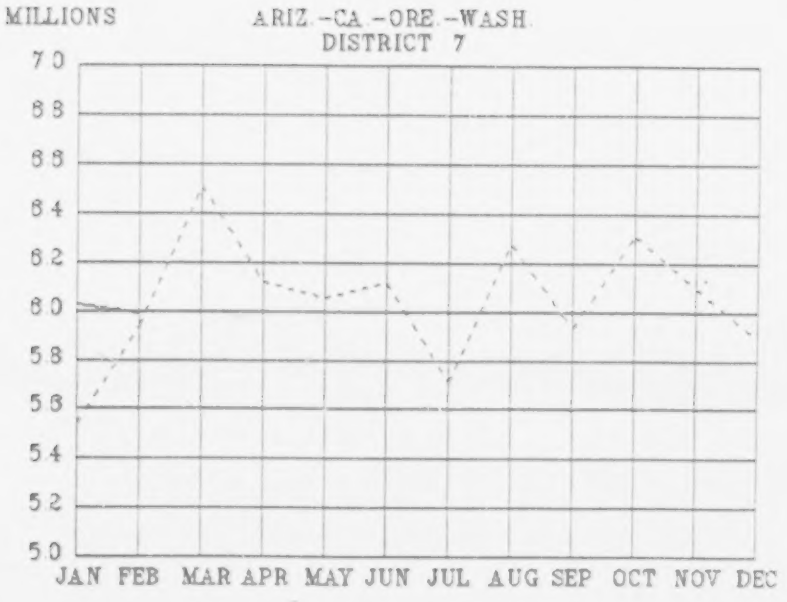
1988 - - - -

1989 ———

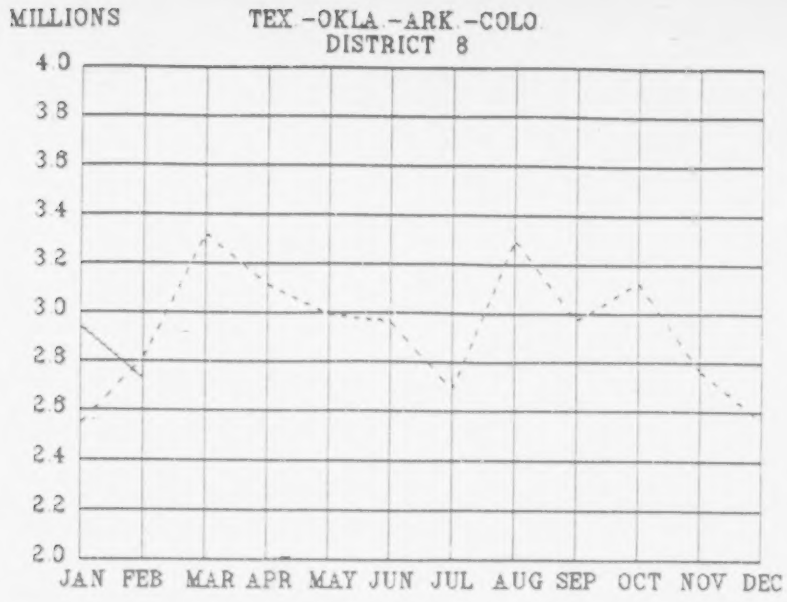
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.1	13.0										
% Change	Cumulative	23.1	17.8										



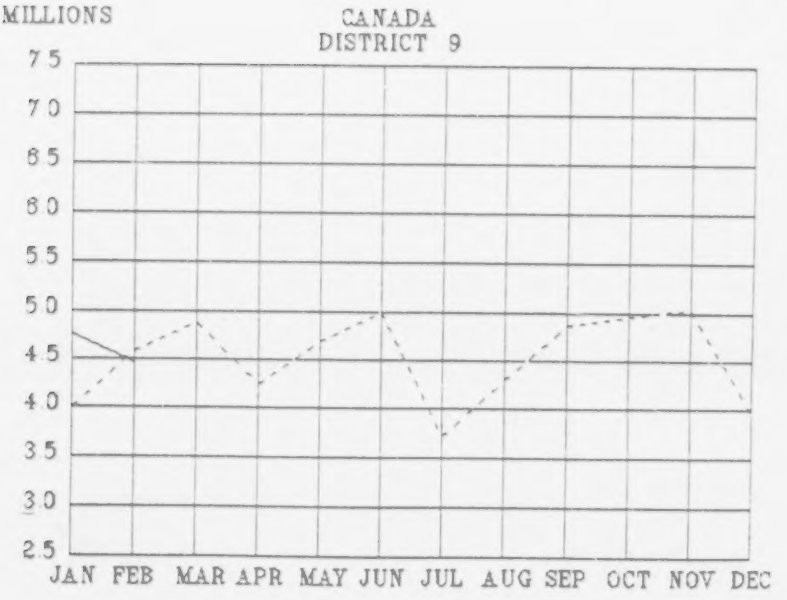
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2										
% Change	Cumulative	12.3	6.3										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9	0.8										
% Change	Cumulative	8.9	4.7										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1										
% Change	Cumulative	15.8	5.9										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.9	-2.7										
% Change	Cumulative	19.9	7.8										